List of Contents

Volume 11, Number 1, 2002

PAPERS

A conceptual framework of relational governance in foreign distributor relationships 1
A.S. Roath, S.R. Miller, S.T. Cavusgil

Career management of business expatriates from China 17
Jan Selmer, Bahman P. Ebrahimi, Li Mingtao

Diversification and market entry choices in the context of foreign direct investment 35
R. Mudambi, S.M. Mudambi

A resource-based analysis of sustainable competitive advantage in a global environment 57
John Fahy

Determinants of insurance pervasiveness: a cross-national analysis 79
H. Park, S.F. Borde, Y. Choi

Business ethics in the Arab Gulf States: a three-country study 97
J.A. Al-Khatib, C.J. Robertson, A. D'Auria Stanton, S.J. Vitell

BOOK REVIEW

On the contemporary perspective of the global economy: a note 113
S. Benjamin Prasad

Volume 11, Number 2, 2002

PAPERS

Consumer processing of foreign advertisements: roles of country-of-origin perceptions, consumer ethnocentrism, and country attitude 117
B.J. Moon, S.C. Jain

The development of subsidiary-management research: review and theoretical analysis 139
S.L. Paterson, D.M. Brock

Toward a tradeoff model for international market selection 165
N. Papadopoulos, Hongbin Chen, D.R. Thomas

An analysis of determinants of entry mode and its impact on performance 193
Haiyang Chen, Michael Y. Hu

The relationships between types of network organization and adoption of management mechanisms: an empirical study of knowledge transactions of MNC's subsidiaries in Taiwan 211
C.-H. Tseng, C-M.J. Yu, D.H.W. Seetoo

Business unit strategies between regionalisation and globalisation 231
H. Proff

BOOK REVIEW
Corporate governance and globalization. Long range planning issues 251
I. Hagg

Volume 11, Number 3, 2002

SPECIAL ISSUE
THE INTERNATIONALIZATION PROCESS OF THE FIRM

EDITORIAL
Special issue on the internationalization process of the firm 253
Amjad Hadjikhani, Jan Johanson

PAPERS
The concept of learning in the Uppsala internationalization process model: a critical review 257
M. Forsgren

Social capital, knowledge, and the international growth of technology-based new firms 279
H. Yli-Renko, E. Autio, V. Tontti

Mutual commitment and experiential knowledge in mature international business relationship 305
S. Chetty, K. Eriksson

Change of foreign operation method: impetus and switching costs 325
T. Pedersen, B. Petersen, G.R.G. Benito

Firms' internationalization and alternative approaches to the international customer/market selection 347
O. Andersen, A. Buvik

Connected internationalisation processes: the case of internationalising channel intermediaries 365
P. Andersson

Volume 11, Number 4, 2002

PAPERS
Exporter trust, commitment and marketing control in integrated and independent export channels 385
Carl Arthur Solberg, Erik B. Nes

Entering the last frontier: expansion by US multinationals to Africa 407
Vincent Owhoso, Kimberly C. Gleason, Ike Mathur, Charles Malgwi

An analysis of firm-specific resources and foreign direct investment in the United States 431
Len Trevino, Robert Grosse

Multinational cash management and conglomerate discounts in the euro zone 453
Henk von Eije, Wim Westerman

The impact of FDI on the productivity of domestic firms: the case of China 465
Dongsheng Zhou, Shaomin Li, David K. Tse

The growth of alliances in the knowledge-based economy 485
F.J. Contractor, P. Lorange

BOOK REVIEW
Global capitalism at bay? 503
Peter J. Buckley

Volume 11, Number 5, 2002

PAPERS
An exploratory study of project based international joint ventures: the case of Chek Lap Kok Airport in Hong Kong 505
Arthur Li Wai Hung, G.M. Naidu, S. Tamer Cavusgil, Richard C. Yam

Performance of international joint ventures: evidence for West Africa 523
Agyenim Boateng, Keith W. Glaister

Questioning guanxi: definition, classification and implications 543
Ying Fan

The impact of core labour standards on exports 563
Baban Hasnat

Consequences of sales management control in field sales organizations: a cross-national perspective 577
Arthur Baldauf, David W. Cravens, Kegn Grant

Corporate elites as informants in qualitative international business research 611
Catherine Welch, Rebecca Marschan-Piekkari, Heli Penttinen, Marja Tahvanainen

BOOK REVIEW
Globalization and its managerial implications 629
C. De Mattos

THANKS TO REVIEWERS 631

Volume 11, Number 6, 2002

SPECIAL ISSUE
INSTITUTIONS AND INTERNATIONAL BUSINESS

PAPERS

Institutions and international business: a theoretical overview 635
Ram Mudambi, Pietro Navarra

Industrial clusters, transactions costs and the institutional determinants of MNE location behaviour 647
Philip McCann, Tomokazu Arita, Ian R. Gordon

Nongovernmental organizations as institutional actors in international business: theory and implications 665
Jonathan P. Doh, Hildy Teegen

Seeking greener pastures: a theoretical and empirical investigation into the changing trend of foreign direct investment flows in response to institutional and strategic factors 685
Deepak Sethi, Stephen Guisinger, David L. Ford Jr., Steven E. Phelan

Market exchanges, hierarchical exchanges or relational exchanges in export channels into emerging markets 707
Lee Li, Peggy Ng

State institutions, risk, and lending in global capital markets 725
Andrew C. Sobel

An institutional analysis of the US foreign sales corporation 753
Van V. Miller, Kurt Loess

VOLUME CONTENTS I

AUTHOR INDEX VII

KEYWORD INDEX IX